

Message Text

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60
ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 ACDA-19 CIAE-00 INR-11 IO-14

L-03 NSAE-00 NSC-07 RSC-01 SCI-06 XMB-07 CIEP-03

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FM AMEMBASSY VIENNA
TO USDOC WASHDC
SECSTATE WASHDC 3795

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E.O. 11652: N/A
TAGS: ENRG, BEXP, AU
SUBJECT: U.S. PROSEPCCTS FOR SECOND NUCLEAR POWER
PROJECT IN AUSTRIA

REF: VIENNA 7940

1. THE EMBASSY REPORTED IN REFTEL THE DECISION OF
WESTINGHOUSE TO WITHDRAW FROM THE COMPETITION FOR
AUSTRIA'S SECOND NUCLEAR POWER PROJECT. REFTEL ALSO
DISCUSSED BRIEFLY CURRENT STATUS OF GE AND BABCOCK &
WILCOX INVOLVEMENT.

2. WE HAVE NOW LEARNED THAT GE'S PROJECT MANAGER FOR
THE SECOND NUCLEAR POWER PROJECT, DONALD EBRIGHT OF
GE'S ZURICH OFFICE IS LEAVING THE COMPANY. EBRIGHT
HAD MADE AN EXCELLENT IMPRESSION ON THE AUSTRIANS,
AND BECAUSE OF HIS SKILL, EXPERIENCE AND GERMAN
LANGUAGE ABILITY, HAD ESTABLISHED CLOSE CONTACTS WITH
KEY DECISION MAKERS. HIS DEPARTURE FROM GE, FOLLOWING
IMMEDIATELY ON THE HEELS OF WESTINGHOUSE'S DECISION TO
WITHDRAW, IS BOUND TO HAVE AN UNSETTLING EFFECT UPON
AUSTRIAN OFFICIALDOM. WE ARE PARTICULARLY CONCERNED
THAT THIS CHANGE IS COMING AT THIS CRITICAL JUNCTURE.
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EMBASSY HOPES THAT GE'S TOP MANAGEMENT WILL SELECT

STRONG SUCCESSOR TO EBRIGHT SINCE THIS PROJECT IS NOW
ENTERING CRUCIAL PHASE WITH SUBMISSION OF BIDS DUE
THIS FALL. AS DEPT IS AWARE, WESTINGHOUSE LOST FIRST
NUCLEAR CONTRACT AT LAST MINUTE, ALTHOUGH ITS CHANCES
HAD BEEN CONSIDERED EXCELLENT. WE HOPE A SIMILAR
OUTCOME CAN BE AVOIDED THIS TIME, AND THAT REMAINING
U.S. BIDDERS WILL REDOUBLE THEIR EFFORTS IN MONTHS
AHEAD. HUMES

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Message Attributes

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Concepts: NUCLEAR POWER PLANTS, BUSINESS FIRMS, CONTRACTS
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Draft Date: 20 SEP 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
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Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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